



**VALUES-BASED SELLING : THE  
ART OF BUILDING HIGH-TRUST  
CLIENT RELATIONSHIPS**

**Bill Bachrach**



**VALUES-BASED SELLING**



# Values Based Selling The Art Of Building Hightrust Client Relationships

**Jay Conrad Levinson, Grant W. Hicks**



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s daily life People who want to get the most out of their professional and personal lives can tap the same energy that drives Olympic athletes by using the ideas presented in this book The book is organised into three topic categories internal process behaviours and biographical sketches of winning people Determining what truly motivates a person improving on the job performances dealing with adversity and working effectively with difficult people are some of the themes that are woven throughout the chapters

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